

**2016 POLITICAL FALL SPENDING  
WTHI-POL/AFSCME PEOPLE**

CONTRACT NUMBER	DATES OF CONTRACT	# OF SPOTS	GROSS OWED	TOTAL (15%) COMMISSION	NET COST	PROD. COSTS	NET OWED	NET RECEIVED	DIFF IN TOTALS	CHECK #
954498	10/17-10/24	25	\$ 44,900.00	\$ 6,735.00	\$ 38,165.00		\$ 38,165.00	\$ 38,165.00		Sent to hub
954540	10/25-10/31	23	\$ 40,200.00	\$ 6,030.00	\$ 34,170.00		\$ 34,170.00	\$ 34,170.00		Sent to hub





**WTHI**  
**800 Ohio Street**  
**Terre Haute, IN 47807**  
**(812) 232-9481**

# CONTRACT

<u>Contract / Revision</u> 954498 /		<u>Alt Order #</u> 25330124
<u>Product</u> Issue		
<u>Contract Dates</u> 10/17/16 - 10/24/16	<u>Estimate #</u> 5675	
<u>Advertiser</u> POL/AFSCME People		<u>Original Date / Revision</u> 10/14/16 / 10/14/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WTHI	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agency Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

And:

**Waterfront Strategies**  
**3050 K Street Northwest**  
**Washington, DC 20007**  
**USA**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WTHI	10/17/16	10/21/16	News 10 M-F	6a-7a		:30				NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				4	\$800.00				
N 2	WTHI	10/17/16	10/21/16	CBS This Morning	7a-9a		:30				NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				4	\$500.00				
N 3	WTHI	10/22/16	10/22/16	SaSu 11a-12p	11a-12p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-----S-				1	\$200.00				
N 4	WTHI	10/23/16	10/23/16	CBS Sunday Morning	9a-1030a		:30				NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-----S				1	\$800.00				
N 5	WTHI	10/17/16	10/21/16	Price is Right	11a-12p		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$1,500.00				
N 6	WTHI	10/17/16	10/21/16	News 10 Midday	12p-1230p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$1,200.00				
N 7	WTHI	10/17/16	10/21/16	M-F 4p-5p	4p-5p		:30				NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$700.00				
N 8	WTHI	10/17/16	10/21/16	M-F 530p-6p	530p-6p		:30				NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$700.00				
N 9	WTHI	10/17/16	10/21/16	News 10 at 5p	5-530p		:30				NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				2	\$1,400.00				
N 10	WTHI	10/17/16	10/21/16	News 10 at 6p	6p-630p		:30				NM	2	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				2	\$2,500.00				
N 11	WTHI	10/17/16	10/21/16	M-F 7p-730p	7p-730p		:30				NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



**WTHI**  
**800 Ohio Street**  
**Terre Haute, IN 47807**  
**(812) 232-9481**

<u>Contract / Revision</u> 954498 /		<u>Alt Order #</u> 25330124
<u>Contract Dates</u> 10/17/16 - 10/24/16		<u>Product</u> Issue
<u>Advertiser</u> POL/AFSCME People		<u>Estimate #</u> 5675
		<u>Original Date / Revision</u> 10/14/16 / 10/14/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$1,400.00				
N 12	WTHI	10/17/16	10/21/16	M-F 730p-8p	730p-8p		:30				NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$1,400.00				
N 13	WTHI	10/18/16	10/18/16	Tue Hour 2	9p-10p		:30				NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-T-----				1	\$4,000.00				
N 14	WTHI	10/23/16	10/23/16	Sun Hour 2	8p-9p		:30				NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-----S				1	\$3,000.00				
N 15	WTHI	10/17/16	10/21/16	News 10 Late News M-F	11p-1135p		:30				NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-TWTF--				1	\$2,200.00				
N 16	WTHI	10/23/16	10/23/16	Reg Season Colts (LIT)	Reg Season Colts		:30				NM	1	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	-----S				1	\$10,000.00				
N 17	WTHI	10/20/16	10/20/16	NFL Thursday Night Kickof	NFL Thursday Nigh		:30				NM	1	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/17/16	10/23/16	---T---				1	\$4,800.00				
Totals								0.00				25	\$44,900.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/23/16	25	\$44,900.00	(\$6,735.00)	\$38,165.00
<b>Totals</b>	25	\$44,900.00	(\$6,735.00)	\$38,165.00

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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# KATZ TELEVISION GROUP

125 West 55th St  
New York, NY 10019

Contract # 25330124

Changes as of: 10/13/2016 at 5:43 PM

Version: Highlighting Revision 1

CPE: 194/207/5675

Flight: 10/17/16 - 10/24/16

Total \$: \$44,900.00

Agency: WATERFRONT STRATEGIE

Advertiser: AFSCME People

Total Spots: 25

3050 K ST NW #100

Product: Issue

Office: WASHINGTON

Total CPP: \$0.00

Washington, DC 20007

Agency Order #: 5479167

Primary Demo: Adults 35+

Total GRP:

Buyer: Furman, Mike

Con Type: POLITICAL/NOTE

Separation:

Salesperson: BEN WILLMETH

Assistant: BEN WILLMETH

202-872-5680

202-872-5680

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	10/17 - 10/24		Total Spots	Total \$	CPP	GRP
							10/17	10/24				
REV+ 1	Tu-F M 6a-7a		News 10 WTHI	\$800.00	0	30	0	4	0	\$3,200.00	\$0.00	0.0
REV+ 2	Tu-F M 7a-9a		CBS This Morning	\$500.00	0	30	0	4	0	\$2,000.00	\$0.00	0.0
REV+ 3	Sa 11a-11:30a		Inside Indiana Business	\$200.00	0	30	0	1	0	\$200.00	\$0.00	0.0
REV+ 4	Su 9a-10:30a		CBS News Sunday Morning	\$800.00	0	30	0	1	0	\$800.00	\$0.00	0.0
REV+ 5	Tu-F M 11a-12n		Price Is Right	\$1,500.00	0	30	0	1	0	\$1,500.00	\$0.00	0.0
REV+ 6	Tu-F M 12n-12:30p		News 10 WTHI	\$1,200.00	0	30	0	1	0	\$1,200.00	\$0.00	0.0
REV+ 7	Tu-F M 4p-5p		Ellen Degeneres	\$700.00	0	30	0	1	0	\$700.00	\$0.00	0.0
REV+ 8	Tu-F M 5:30p-6p		Inside Edition	\$700.00	0	30	0	1	0	\$700.00	\$0.00	0.0
REV+ 9	Tu-F M 5p-5:30p		News 10 WTHI	\$1,400.00	0	30	0	2	0	\$2,800.00	\$0.00	0.0
REV+ 10	Tu-F M 6p-6:30p		News 10 WTHI	\$2,500.00	0	30	0	2	0	\$5,000.00	\$0.00	0.0
REV+ 11	Tu-F M 7p-7:30p		Entertainment Tonight	\$1,400.00	0	30	0	1	0	\$1,400.00	\$0.00	0.0
REV+ 12	Tu-F M 7:30p-8p		Family Feud	\$1,400.00	0	30	0	1	0	\$1,400.00	\$0.00	0.0
REV+ 13	Tu 9p-10p		Bull-CBS	\$4,000.00	0	30	0	1	0	\$4,000.00	\$0.00	0.0
REV+ 14	Su 8p-9p		NCIS: Los Angeles-CBS	\$3,000.00	0	30	0	1	0	\$3,000.00	\$0.00	0.0
REV+ 15	Tu-F M 11p-11:35p		News 10 WTHI	\$2,200.00	0	30	0	1	0	\$2,200.00	\$0.00	0.0
REV+ 16	Th Su 1p-11:30p		Indianapolis Colts Regular Season Football	\$10,000.00	0	30	0	1	0	\$10,000.00	\$0.00	0.0
[11/23/14 and 11/22/15 average delivery (Sun: 1P)]												
REV+ 17	Th 8:25p-11:30p		CBS Thursday Night Football	\$4,800.00	0	30	0	1	0	\$4,800.00	\$0.00	0.0
TOTALS:						25	0			\$44,900.00	\$0.00	0.0

10-14-16

954498



125 West 55th St  
New York, NY 10019

<b>Contract #</b> 25330124	<b>Changes as of:</b> 10/13/2016 at 5:43 PM	<b>Version:</b> Highlighting Revision 1
<b>CPE:</b> 194/207/5675	<b>Flight:</b> 10/17/16 - 10/24/16	<b>Total \$:</b> \$44,900.00
<b>Agency:</b> WATERFRONT STRATEGIE	<b>Advertiser:</b> AFSCME People	<b>Market:</b> WTHI
3050 K ST NW #100 Washington, DC 20007	<b>Product:</b> Issue	<b>Office:</b> WASHINGTON
	<b>Agency Order #:</b> 5479167	<b>Primary Demo:</b> Adults 35+
	<b>Buyer:</b> Furman, Mike	<b>Con Type:</b> POLITICAL/NOTE
	<b>Salesperson:</b> BEN WILMETH 202-872-5880	<b>Assistant:</b> BEN WILMETH 202-872-5880
		<b>Total Spots:</b> 25
		<b>Total CPP:</b> \$0.00
		<b>Total GRP:</b>
		<b>Separation:</b>

<b>Special Instructions</b>	
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<b>Competitive Information</b>
<b>Market Budget:</b> \$69,077
<b>WTHI Share:</b> 65%
<b>Comment:</b>
ETHI: 12%
WAWV: 6%
WTWO: 17%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	25	\$44,900.00	N/A	0.0
<b>Total</b>	<b>100%</b>	<b>25</b>	<b>\$44,900.00</b>	<b>N/A</b>	<b>0.0</b>

Monthly Summary		
Month	Spots	Dollars
2016-Oct	25	\$44,900.00
<b>Total</b>	<b>25</b>	<b>\$44,900.00</b>

Transaction History						
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg
Revision	10/13/16 5:43 PM	BEN WILMETH	Revised			\$0
New	10/13/16 5:33 PM	BEN WILMETH	New	25		\$44,900.00
						\$44,900.00

Changes: Demo Meta to R16i, Flight Start from 10/18/16 to 10/17/16, Start Day Of The Week from Tuesday to Monday, User Entered \$ from \$0.00 to \$44,900.00, 17 buylines added or modified.

<b>Non-Discrimination Policy</b>	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES, CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**  
☒ Yes ☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Evan Bayh  
Todd Young  
vs Sen. IN 11/8/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AFSCME 1011  
1625 L Street NW  
Washington, DC 20036

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

President - Lisa Swanson  
Sec / Treasurer - Laura Reyes

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

4/27/16      *Mr R*      202-338-370  
Date                      Signature                      Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted      ☐ Accepted in Part      ☐ Rejected  
*[Signature]*      Nick Telczyn      GSM  
Signature                      Printed Name                      Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

**Attach proposed schedule with charges (if available):**

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.